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| **Objective** |
| Sales Management position that will not only effectively utilize acquired expertise, creative talents and commitment to excellence, but also develop and enrich it, broaden the perspective and gain a fulfilling experience. Desire a position with career growth potential. |

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| **Personal skills** |
| * Encompassing **Sales** and **Team Management** * Skill to **drive business growth**, capitalize on new revenue potential and manage **all aspects of daily business operations.** * **Quick and sturdy** with an ability to rapidly achieve organizational integration, easily assimilate job requirements and aggressively employ new methodologies. * **Energetic and self-motivated** team player/builder. * Proven track record of **increasing revenues**, streamlining workflow and creating a team environment to increase productivity. * Excellent **leadership skills**, capable of **motivating** and **handling** teams to **produce desired results** even under situations of pressure and while handling multiple responsibilities. |

**Key Competencies**

**\* Retail Management**

**\* Sales Management**

**\* People management**

**\* Business Development.**

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| **Academic** |

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| **NAME OF THE EXAMINATION** | **NAME OF THE INSTITUTION / BOARD** | **Percentage**  **SECURED** |
| Diploma in Mechanical Engg. | **BHUVAN POLITECHNIC / Board of Technical Education, Karnataka** | **61%** |
| I.T.I | **VINAYAKA INDUSTRIAL TRAINING CENTER / Dept. Employment and Training, Karnataka** | **80%** |
| SSLC | **SSEA P.U COLLEGE**  **Gauribindnur .**  **(Karnataka State Board)** | **37.50%** |

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| **Organization:** **IKYA (Quess corp pvt.ltd)**  **Project : Google MY BUSINESS**  **Designation: TEAM LEADER 2015 - 2016**  **Responsibilities:-**   * Selling **ADD’s** to customer by pitch on there Business. * Also handle customers issue and resolving all issues from sales. * Focusing on high ASP and maintaining . * Retaining same consumer with good relationship. * Build and maintaining a **healthy and strategic relationship** with customers. * Planning beginning of every month for achieving target. * Achieving month on month target given from my Team. |
| **Organization: RELIANCE.**  **Project: DATA CARD**  **Designation: SE – SALES EXICUTIVE 2014-2015**  **Responsibilities:-**   * Sales in Bangalore. * **Stock Reporting** and alsoSchedule activities . * **New** planning for sales growing in market. * Constantly follow upwith all the dealers and market enquiries.   **Organization:** **FEDRAL MOGUAL**  **Project: PISTIN MANUFACTURING**  **Designation: MISSION OPERATOR 2011-2014**  **Responsibilities:-**   * **QUALIY CHECK** operation Given in the control plan. * **Stock planning** and alsoSchedule activities . * Being a top performer for Bangalore continuously for 6 Months * Awarded for highest sales.  |  |  |  |  | | --- | --- | --- | --- | | **Highlights** | | | | |  |  |  | | |  | | |  * Remarkable **ability to craft a solution** with appropriate products and services that meet business goals based on client discussions. * Profound ability to **develop positive and supportive relationships** with colleagues; internal staff and management. * Exceptional ability to demonstrate professional skills for **verbal and written communication**. * Uncommon **follow-up skills** with customers, internal staff and management. * Strong ability to be a **team player**. * Sound ability to **accept rejection and constructive criticism** with professionalism and open mindedness. * Great **persistency and ability to negotiate** with professional skill and expertise. * Excellent listening skills and **ability to value** other opinions. * **Result Orientation, tenacity to surpass set targets** consistently. Skill to push team members for high achievement levels by setting personal example.   **Technical Skills:**   * Adapt in Microsoft **Excel/Power point & Basics** | |